

Message Text

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ACTION EA-09

INFO OCT-01 ISO-00 EB-07 USIA-15 OES-05 HEW-06 /043 W
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R 200757Z FEB 76
FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 7040
USDOC WASHDC
INFO AMCONSUL OSAKA KOBE

UNCLAS TOKYO 2537

TO: CARMON STILES
DEPARTMENT OF COMMERCE
DISTRICT OFFICE
ROOM 3E7, 1100 COMMERCE STREET
DALLAS, TEXAS

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: PROPOSED TEXAS IOGA HEALTH CARE MISSION

1. FROM JOHN MELLOR: RE YOUR TELEGRAM, EMBASSY AND CONGEN OSAKA BOTH AGREE TEXAS HEALTH CARE MISSION IS EXCELLENT IDEA AND WOULD CONCUR IN GRANTING OF IOGA STATUS IF COMMERCE AGREES. BOTH EMBASSY AND CONGEN PREPARED TO ASSIST EXAS OFFICE IN TOKYO IN MAKING ARRANGEMENTS AND SETTING APPOINTMENTS. BECAUSE OF TRADE SHOW DURING WEEK OF JUNE 7-11, U.S. TRADE CENTER UNFORTUNATELY COULD NOT PROVIDE OFFICE SPACE FOR MISSION. OSAKA, HOWEVER, WOULD BE ABLE TO PROVIDE OFFICE SPACE IN AMDO IF REQUIRED AND WOULD LIKE TO HAVE DETAILS AS SOON AS POSSIBLE SO SPACE CAN BE RESERVED.

2. WE NOTE THAT JUNE 9-13 PERIOD INCLUDES A WEEKEND AND STRONGLY SUGGEST THAT SCHEDULE BE ALTERED SO THAT MISSION CAN SPEND AT LEAST TWO FULL WORKING DAYS IN BOTH TOKYO AND OSAKA.

3. WE WOULD LIKE TO RECOMMEND THAT MISSION BE COMPOSED PRIMARILY OF FIRMS NOT YET REPRESENTED IN JAPAN.
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SINCE MISSION WILL BE IN JAPAN ONLY FEW DAYS, TIME CAN

PROBABLY BE BEST USED IN ATTEMPTING TO LOCATE APPROPRIATE REPRESENTATIVES FOR NEW-TO-MARKET FIRMS RATHER THAN IN ORGANIZING APPOINTMENTS WITH POTENTIAL END-USERS FOR OFFICIALS OF FIRMS ALREADY REPRESENTED HERE. IN JAPAN, DECISIONS ON WHAT MEDICAL EQUIPMENT TO PURCHASE ARE MADE WITHIN EACH INDIVIDUAL HOSPITAL OR CLINIC (EVEN THOSE WITH NATIONAL HEALTH SYSTEM OPERATED BY THE MINISTRY OF HEALTH AND WELFARE) AND FREQUENTLY BY DOCTORS WITHIN THE DIFFERENT DEPARTMENTS OF THE HOSPITALS. FOR THIS REASON THE NUMBER OF MEANINGFUL CONTACTS WITH END-USERS IN THIS FIELD THAT CAN BE MADE IN A FEW DAYS IS EXTREMELY LIMITED.
HODGSON

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